

## Vice President, Inclusive Economic Growth and Competitiveness

The Greater Washington Partnership is seeking an experienced professional with knowledge, experience, and networks in economic development, public-private partnerships, corporate strategy, and diversity, equity, and inclusion. The Vice President will lead a fast-paced, high-energy team working to shape, execute, and scale the Partnership's Inclusive Growth initiative, intent on making the region – from Baltimore to Richmond – the nation's leading economic engine of inclusive growth and shared prosperity.

Intentional inclusive growth is an economic and moral imperative that will enable the region to be more resilient, and a greater magnet for talent and business investment. Our inclusive growth portfolio is focused on improving pathways of economic opportunity across the region. In June 2022, the Partnership published the [Regional Blueprint for Inclusive Growth](#) - a 10-year roadmap to close equity gaps and make the region the most economically competitive in the country.

The team is looking for a strategic, entrepreneurial, collaborative, results-driven, and passionate executive to help drive forward this critical area of work. This executive will work with organizational leadership to identify, lead, and execute projects, programs, events, policy, and thought leadership to advance the inclusive growth agenda, including, but not limited to, the areas of supplier diversity, entrepreneurship, and innovation.

As our Vice President, Inclusive Economic Growth and Competitiveness, you will be a member of the Leadership Team. Your responsibilities will include:

### *Strategy Setting & Innovation*

- Lead the development, execution, implementation, and monitor progress against our ten-year regional roadmap for inclusive growth, which is outlined in the Regional Blueprint for Inclusive Growth.
- Serve as a strategic partner to design, develop, and implement innovative approaches, partnerships, programs, and thought leadership for the Partnership to enhance its impact and collective voice in inclusive economic growth and competitiveness.
- Assess the market landscape, regional trends, and stakeholder needs to identify new opportunities for the organization to develop meaningful thought leadership and programs; and manage consulting teams to deliver against vision, as appropriate.
- Develop and lead action-oriented convenings with regional stakeholders.
- Identify strategies to amplify, connect, leverage, and scale Board partner organizations' inclusive economic growth efforts.

### *Cross-sector Partnerships & External Engagement*

- Engage with CEOs and other C-suite private sector leaders, industry experts, policymakers, and others to drive an inclusive growth and competitiveness agenda for the region.
- Maintain, identify, and build strategic partnerships with key public, industry, nonprofit, educator, and civic sector stakeholders across the region.
- Serve as a spokesperson at convenings and summits to elevate the Partnership's inclusive economic growth agenda and share best practices.

- Partner with the organization's business development team to identify and pursue inclusive growth grant and funding opportunities.

#### *Team and Portfolio Management*

- Oversee the Inclusive Economic Growth and Competitiveness team with a coaching mindset to develop the skills, knowledge, and confidence for team members to succeed and take on increasing responsibility.
- Lead and oversee existing programs and communities of practice across board organizations and regional stakeholders.
- Measure and report progress and impact across existing efforts and commitments, including grant opportunities, regional data and metrics, and organizational commitments.
- Proactively seek out opportunities for collaboration and alignment across the Partnership's skills and talent, regional mobility and infrastructure, and policy groups to enhance connectivity and impact.

#### **What We Value – Experience and Expertise**

- Experience in economic development, competitiveness, or a related field, with a track record of success in driving growth initiatives.
- In-depth knowledge of economic policies, market dynamics, and regional competitiveness frameworks.
- Strong leadership skills with the ability to inspire and motivate cross-functional teams and stakeholders.
- Experience identifying, developing, and maintaining strategic cross-sector partnerships to position an organization for continued impact and success.
- Ability to manage multiple efforts simultaneously and adapt to changing organizational needs and an evolving economic development landscape.
- Strong leadership skills with the ability to inspire and motivate cross-functional teams and stakeholders.
- Excellent strategic thinking skills, analytical and problem-solving abilities, with a data-driven approach to decision-making.
- Executive presence and gravitas.
- Superior written and oral communication skills.
- Intellectual curiosity and a growth mindset.
- Strategic thinking, problem solving, and critical thinking skills are a must.
- Passion for diversity, equity, and inclusion, and ability to think holistically and see the interconnectivity across the Partnership' core bodies of work – skills and talent, regional mobility and infrastructure, and inclusive economic growth.
- Proven track record cultivating funder relationships and developing and overseeing grant funding.

#### **How We Work - Leadership Capabilities and Culture Fit**

- **Foster Collaboration:** Highly collegial; this person listens to and respects a wide variety of viewpoints on any given issue. Collaborative leader with a proven ability to work across teams to deliver against a strategic vision.



- **Drive for Results:** Self-starter with effective problem-solving and decision-making skills, executive presence, and ability to manage multiple projects effectively and see them through to execution. Ability to develop and execute new ideas.
- **Agility and Adaptability:** Ability to thrive in a fluid, fast-paced environment that necessitates creativity and blue-sky thinking. A proactive, strategic, entrepreneurial, and innovative thinker that can serve as a thought leader and execution partner.
- **Communication and Presentation Skills:** Exceptional written and verbal communication. Executive-level presentation skills; ability to communicate with cross-sector audiences.

## Who We Are

Greater Washington Partnership is the first-of-its-kind nonprofit alliance of the region's most influential leading employers across diverse industries in Maryland, Virginia and Washington, DC – all committed to championing the region's economic growth and vibrancy. Together, we identify shared opportunities and core challenges and offer solutions to the region's most critical issues including skills and talent, regional mobility, infrastructure and inclusive economic growth. Our goal is to ensure the region, from Baltimore to Richmond, remains vibrant, economically competitive, prosperous and is the best place to live, work and build a business as a model for a thriving super region. We do this through thought leadership, intentional convenings and collective action. We work with our thought partners and stakeholders to create a table and the tools that help the region consider these shared challenges, guidance and recommendations for long-term investments and economic growth.

The Partnership is a fast-paced workplace that takes a collaborative approach to strategy and execution.

## To Apply

If you are interested in joining the team at the Partnership, please submit your resume to [IGjobs@greaterwashingtonpartnership.com](mailto:IGjobs@greaterwashingtonpartnership.com) with "Vice President, Inclusive Economic Growth and Competitiveness" in the subject line.

## What We Offer

We offer the following comprehensive benefits package designed for the needs of our full-time team members:

- Currently working in a hybrid work environment, in the office two days a week on Tuesdays and Thursdays (*subject to change in number of days and days of the week*)
- Robust time off plan – 20 days PTO
- 11 paid holidays
- Summer half-day Fridays
- Week off between Christmas and New Year's
- Health, dental and vision insurance paid up to 90% for employees, up to 50% for dependents.
- 401(k) plan with up to 5% employer match, starting on your first day of employment.
- Professional development stipend up to \$800
- Monthly cell phone stipend



## GREATER WASHINGTON PARTNERSHIP

FROM BALTIMORE TO RICHMOND.  
FOSTERING UNITY. ADVANCING GROWTH.

---

*At Greater Washington Partnership we are committed to accepting differences! We strive to attract, develop, and retain highly qualified individuals representing the diverse communities where we live and work. The Partnership is committed to creating a diverse environment and is proud to be an equal opportunity employer. Employment policies and decisions are based on merit, qualifications, performance, and business needs. All qualified candidates will receive consideration for employment without regard to age, race, color, national origin, gender, gender identity or expression, religion, physical or mental disability, medical condition, legally protected generic information, marital status, veteran status, or sexual orientation. While we are currently unable to consider candidates that require visa sponsorship, we welcome candidates eligible to work in the United States.*